

ITEM NO.	DESCRIPTION	BASIS OF AWARD	District Service Ptrs			Goodway Graphics Springfield, VA			McDonald & Eudy Temple Hills, MD			Marlin Graphics Baltimore, MD		
			UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
<b>I.</b>	<b>PREPRESS:</b>													
(a)	Trim/page-size unit firm camera copy...per film	150	4.00	600.00	2.50	375.00	2.00	300.00	1.00	150.00				
(b)	Trim/page-size unit firm electronic file.....													
(c)	Line.....per illustration	1,550	18.00	27,900.00	9.00	13,950.00	7.00	10,850.00	10.00	15,500.00				
(d)	Square-finish halftone.....per illustration	25	4.00	100.00	5.00	125.00	6.00	150.00	2.00	50.00				
(e)	Composite Dylux/digital black & white proofs.....per trim/page-size unit	151	10.00	1,510.00	10.00	1,510.00	8.00	1,208.00	6.00	906.00				
(f)	System Framework.....per hour	891	5.00	4,455.00	1.00	891.00	0.75	668.25	1.00	891.00				
10	40.00	400.00	75.00	750.00	50.00	500.00	40.00	400.00						
<b>II.</b>	<b>PRINTING, BINDING, PACKING AND DISTRIBUTION:</b>													
(a)	Two-Page Product.....per product													
	<i>Printing in Two Ink Colors</i>													
(1)	<b>Make ready and Setup Charges</b>	72	160.00	11,520.00	200.00	14,400.00	125.00	9,000.00	100.00	7,200.00				
(2)	<b>Per 1,000 Copies</b>	2,725	21.00	57,225.00	10.00	27,250.00	4.25	11,581.25	10.00	27,250.00				
(b)	Four-Page Product.....per product													
	<i>Printing in Two Ink Colors</i>													
(1)	<b>Make ready and Setup Charges</b>	11	320.00	3,520.00	250.00	2,750.00	150.00	1,650.00	150.00	1,650.00				
(2)	<b>Per 1,000 Copies</b>	143	28.00	4,004.00	15.00	2,145.00	11.00	1,573.00	18.00	2,574.00				
(c)	Six-Page Product.....per product													
	<i>Printing in Two Ink Colors</i>													
(1)	<b>Make ready and Setup Charges</b>	7	480.00	3,360.00	300.00	2,100.00	175.00	1,225.00	250.00	1,750.00				
(2)	<b>Per 1,000 Copies</b>	274	46.00	12,604.00	20.00	5,480.00	19.00	5,206.00	20.00	5,480.00				
(d)	Saddle-Stitched Publications: ( 8 to 40 pages).....per page													
	<i>Printing in a Single Ink Color</i>													
(1)	<b>Make ready and Setup Charges</b>	888	80.00	71,040.00	15.00	13,320.00	18.75	16,650.00	7.00	6,216.00				
(2)	<b>Per 1,000 Copies</b>	32,820	127.00	4,168,140.00	2.50	82,050.00	4.00	131,280.00	2.00	65,640.00				
(3)	<i>Each Additional Color of Ink</i>													
(4)	<b>Make ready and Setup Charges</b>	463	10.00	4,630.00	25.00	11,575.00	20.00	9,260.00	6.00	2,778.00				
	<b>Per 1,000 Copies</b>	11,172	3.00	33,516.00	3.50	39,102.00	0.25	2,793.00	1.00	11,172.00				
<b>III.</b>	<b>ADDITIONAL OPERATIONS:</b>													
(a)	Perforating.....per 1,000 leaves	90	2.00	180.00	5.00	450.00	5.00	450.00	4.00	360.00				
(b)	Additional Folding.....per 1,000 copies	2,959	10.00	29,590.00	5.00	14,795.00	13.00	38,467.00	12.00	35,508.00				
<b>IV.</b>	<b>PAPER: Per 1,000 Leaves</b>													
(a)	White Offset Book, 60-lb	19,130	12.00	229,560.00	7.30	139,649.00	6.00	114,780.00	6.20	118,606.00				
(b)	White Offset Book, 70-lb	202	14.00	2,828.00	10.50	2,121.00	7.50	1,515.00	6.80	1,373.60				
(c)	White Offset Book - Option A, 50-lb	101	11.00	1,111.00	7.00	707.00	5.25	530.25	5.00	505.00				
(d)	White Matte Coated Offset Book, 60-lb	810	22.00	17,820.00	15.00	12,150.00	12.00	9,720.00	12.00	9,720.00				
	<b>CONTRACTOR TOTALS</b>													
	<b>DISCOUNT</b>	0.00%	\$0.00	1.00%	\$3,876.45	1.00%	\$3,693.57	2.00%	\$6,313.59	\$309,366.01	AWARDED			
	<b>DISCOUNTED TOTALS</b>													

Price Comparison Only						
THORNER PRESS BUFFALO, NY			Gray Graphics Capitol Heights, MD			
ITEM NO.	DESCRIPTION	BASIS OF AWARD	UNIT RATE	COST	UNIT RATE	COST
<b>I. PREPRESS:</b>						
(a)	Trim/page-size unit firm camera copy...per film	150	4.00	600.00	2.00	300.00
(b)	Trim/page-size unit firm electronic file.....per film					300.00
(c)	Line.....per illustration	1,550	8.00	12,400.00	10.00	15,500.00
(d)	25	5.00	125.00	5.00	125.00	125.00
(e)	Square-finish halftone.....per illustration	151	8.00	1,208.00	10.00	1,510.00
(f)	Composite Dylux/digital black & white proofs.....per trim/page-size unit	891	3.00	2,673.00	1.25	1,113.75
(g)	System Framework.....per hour	10	60.00	600.00	50.00	450.00
<b>II. PRINTING, BINDING, PACKING AND DISTRIBUTION:</b>						
(a)	Two-Page Product.....per product					
(1)	<i>Printing in Two Ink Colors</i>	72	200.00	14,400.00	100.00	7,200.00
(2)	<b>Make ready and Setup Charges</b>	2,725	12.00	32,700.00	14.00	38,150.00
(b)	Four-Page Product.....per product					13.00
(1)	<i>Printing in Two Ink Colors</i>					35,425.00
(2)	<b>Make ready and Setup Charges</b>	11	225.00	2,475.00	130.00	1,430.00
(c)	<i>Printing in Two Ink Colors</i>	143	23.00	3,289.00	16.50	2,389.50
(d)	<b>Make ready and Setup Charges</b>					15.00
(e)	<i>Printing in Two Ink Colors</i>					1,650.00
(f)	<b>Make ready and Setup Charges</b>	7	275.00	1,925.00	180.00	1,260.00
(g)	<i>Printing in Two Ink Colors</i>	274	30.00	8,220.00	20.00	5,480.00
(h)	Saddle-Stitched Publications: ( 8 to 40 pages).....per page					22.00
(i)	<i>Printing in a Single Ink Color</i>					6,028.00
(1)	<b>Make ready and Setup Charges</b>	888	12.00	10,656.00	7.00	6,216.00
(2)	<b>Per 1,000 Copies</b>	32,820	2.75	90,255.00	2.00	65,640.00
(3)	<i>Each Additional Color of Ink</i>					2.00
(4)	<b>Make ready and Setup Charges</b>	463	10.50	4,861.50	10.00	4,630.00
	<b>Per 1,000 Copies</b>	11,172	1.00	11,172.00	0.80	8,937.60
<b>III. ADDITIONAL OPERATIONS:</b>						
(a)	Perforating.....per 1,000 leaves	90	5.00	450.00	4.00	360.00
(b)	Additional folding.....per 1,000 copies	2,959	5.00	14,795.00	6.00	17,754.00
<b>IV. PAPER: Per 1,000 Leaves</b>						
(a)	White Offset Book, 60-lb	19,130	7.00	133,910.00	6.20	118,606.00
(b)	White Offset Book, 70-lb	202	8.05	1,626.10	8.00	1,616.00
(c)	White Offset Book - Option A, 50-lb	101	6.50	656.50	6.00	606.00
(d)	White Matte Coated Offset Book, 60-lb	810	9.00	7,290.00	13.00	10,530.00
	<b>CONTRACTOR TOTALS</b>			\$356,287.10	\$309,823.85	\$287,232.45
	<b>DISCOUNT</b>	2.00%		\$7,125.74	1.00%	\$3,098.24
	<b>DISCOUNTED TOTALS</b>			\$349,161.36	\$306,725.61	1.00% \$284,360.13